

CONTRACT



WTKR-TV  
720 Boush Street  
Norfolk, VA 23510-1583  
(757)446-1000

www.wtkr.com

And:

GMMB/Greer Margolis Mitchell & Burns  
1010 Wisconsin Avenue  
Suite 800  
Washington, DC 20007

Contract / Revision 566358 /		Alt Order # 07894906
Product HIRSCHBIEL/CD2/D		
Contract Dates 08/28/12 - 09/03/12		Estimate # 106/113/1555
Advertiser Hirschbiel/D/State House		Original Date / Revision 08/17/12 / 08/17/12
Billing Cycle EOM/EOC	Billing Calendar Broadcast	Cash/Trade Cash
Station WTKR	Account Executive Jamie Andrus	Sales Office Washington, D.C.
Special Handling		
Demographic Adults 35+		
IDB# 8020	Advertiser Code 106	Product Code 113
Agency Ref		Advertiser Ref

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
1	3	08/28/12	08/31/12	NewsChannel 3 News	5-6am		:30			NM	2	\$240.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$120.00			
2	3	08/28/12	08/31/12	Newschannel 3 News	6-7am		:30			NM	3	\$555.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$185.00			
3	3	08/28/12	08/31/12	CBS This Morning	7-9a		:30			NM	3	\$420.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$140.00			
4	3	09/01/12	09/01/12	Early Show Saturday	9-11am		:30			NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S-				1	\$100.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Type</u>		
	1	3	08/27/12-09/02/12	Early Show Saturday	9-11am	-----Sa--	:30		<del>\$100.00</del>	NM		
			<i>Credited</i>									
5	3	09/02/12	09/02/12	CBS Sunday Morning	9-1030am		:30			NM	1	\$280.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S				1	\$280.00			
6	3	08/28/12	09/02/12	Let's Make A Deal 9am	9-10am		:30			NM	2	\$540.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$270.00			
7	3	08/28/12	09/02/12	Price Is Right	11am-12n		:30			NM	2	\$830.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$415.00			
8	3	08/28/12	08/31/12	Newschannel 3 News	12n-1230pm		:30			NM	2	\$590.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$295.00			
9	3	08/28/12	08/31/12	CBS Daytime	1228-3pm		:30			NM	2	\$590.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$295.00			
10	3	08/28/12	08/31/12	Ellen Degeneres 3pm	3-4pm		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$200.00			

(\* Line Transactions: N = New, E = Edited, D = Deleted)

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<u>Contract / Revision</u>	<u>Alt Order #</u>
566358 /	07894906

<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
08/28/12 - 09/03/12	HIRSCHBIEL/CD2/D	106/113/1555

<u>Advertiser</u>	<u>Original Date / Revision</u>
Hirschbiel/D/State House	08/17/12 / 08/17/12

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Type	Spots	Amount
11	3	08/28/12	09/02/12	NewsCha 3 News First @ 4p	358-5pm		:30			NM	3	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$200.00			
12	3	08/28/12	09/02/12	Newschannel 3 News	5-530pm		:30			NM	4	\$1,320.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				4	\$330.00			
13	3	08/28/12	09/02/12	Newschannel 3 News	530-6pm		:30			NM	3	\$930.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$310.00			
14	3	08/28/12	09/02/12	Newschannel 3 News	6-630pm		:30			NM	4	\$1,940.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				4	\$485.00			
15	3	09/01/12	09/01/12	Newschannel 3 News	6-630pm		:30			NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S-				1	\$120.00			
16	3	09/02/12	09/02/12	Newschannel 3 News	630-7pm		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S				1	\$140.00			
17	3	08/28/12	08/28/12	Tuesday Prime	9-10pm		:30			NM	1	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-T-----				1	\$1,275.00			
18	3	09/02/12	09/02/12	Sunday Prime	7-8pm		:30			NM	1	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S				1	\$1,275.00			
19	3	09/02/12	09/02/12	Sunday Prime	8-9pm		:30			NM	1	\$1,275.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----S				1	\$1,275.00			
20	3	08/28/12	08/31/12	Late News (M-F)	11-1135p		:30			NM	4	\$2,160.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				4	\$540.00			
21	3	09/01/12	09/02/12	Late News (Sa-Su)	11-1135p		:30			NM	1	\$365.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-----SS				1	\$365.00			
22	3	08/28/12	08/31/12	Late Night with David Letterm	1135pm-1237am		:30			NM	3	\$495.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				3	\$165.00			
23	3	09/03/12	09/03/12	NewsChannel 3 News	5-6am		:30			NM	1	\$120.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$120.00			
24	3	09/03/12	09/03/12	CBS This Morning	7-9a		:30			NM	1	\$140.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$140.00			
25	3	09/03/12	09/03/12	Newschannel 3 News	12n-1230pm		:30			NM	1	\$295.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		09/03/12	09/09/12	M-----				1	\$295.00			
26	3	08/28/12	08/31/12	Late Late Show w/Craig Ferg	1237-135am		:30			NM	2	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>			
Week:		08/27/12	09/02/12	-TWTF--				2	\$50.00			
<b>Totals</b>											<b>52</b>	<b>\$17,195.00</b>

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Time Period	# of Spots	Gross Amount	Net Amount
08/27/12 -09/03/12	52	\$17,195.00	\$14,615.75
<b>Totals</b>	<b>52</b>	<b>\$17,195.00</b>	<b>\$14,615.75</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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